



## Recommendation for Action

**File #:** 21-1906, **Agenda Item #:** 32.

6/3/2021

### **Posting Language**

Authorize negotiation and execution of six multi-term contracts to provide audio/visual and television broadcast equipment and systems, with Charles Leo Walior d/b/a Wooden Horse LLC or Kvasir Systems; Halbrook and Miller, Inc. d/b/a TM Television; Donald Kenneth Martin d/b/a DVSERVE; Heart of Texas Music, Inc.; Ford Audio-Video Systems LLC; and A & V Holdings Midco, LLC or one of the other qualified offerors to Request For Qualification Statements 5000 BYS4005REBID, each for up to five years for total contract amounts not to exceed \$21,000,000, divided among the contractors.

(Note: This solicitation was reviewed for subcontracting opportunities in accordance with City Code Chapter 2-9D Minority Owned and Women Owned Business Enterprise Procurement Program. For the goods and services required for this solicitation, there were no subcontracting opportunities; therefore, no subcontracting goals were established. However, two of the recommended contractors identified subcontracting opportunities).

### **Lead Department**

Purchasing Office.

### **Client Department(s)**

All City Departments.

### **Fiscal Note**

Funding in the amount of \$1,250,000 is available in the Fiscal Year 2020-2021 Operating Budgets of various City departments. Funding for the remaining contract terms is contingent upon available funding in future budgets.

### **Purchasing Language:**

The Purchasing Office issued a Request for Qualification Statements (RFQS) 5000 BYS4005REBID for these goods and services. The solicitation was issued on January 21, 2021 and it closed on February 4, 2021. Of the eight offers received, the recommended contractors submitted the best evaluated responsive offers. A complete solicitation package, including a log of offers received, is available for viewing on the City's Financial Services website, Austin Finance Online. Link: [Solicitation Documents](https://www.austintexas.gov/financeonline/account_services/solicitation/solicitation_details.cfm?sid=135101)  
<[https://www.austintexas.gov/financeonline/account\\_services/solicitation/solicitation\\_details.cfm?sid=135101](https://www.austintexas.gov/financeonline/account_services/solicitation/solicitation_details.cfm?sid=135101)>.

### **For More Information:**

Inquiries should be directed to the City Manager's Agenda Office, at 512-974-2991 or

[AgendaOffice@austintexas.gov](mailto:AgendaOffice@austintexas.gov) <<mailto:AgendaOffice@austintexas.gov>>

NOTE: Respondents to this solicitation, and their representatives, shall continue to direct inquiries to the solicitation's Authorized Contact Persons: Brenita Wilkison, at 512-974-3164 or

[brenita.selement@austintexas.gov](mailto:brenita.selement@austintexas.gov) <<mailto:brenita.selement@austintexas.gov>> or Jim Howard, at 512-974-2031 or [jim.howard@austintexas.gov](mailto:jim.howard@austintexas.gov) <<mailto:jim.howard@austintexas.gov>>.

### **Council Committee, Boards and Commission Action:**

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May 5, 2021 - Recommended by the Water and Wastewater Commission on a 9-0 vote, with two vacancies.

**Additional Backup Information:**

These contracts will provide critical resources for reliable, efficient, and effective technology upgrades, as well as system implementation, installation, and support for video production, broadcast, and audio-visual equipment for City departments. These contracts are integral to maintain and enhance the transparency of City operations by providing equipment and services for televised and streamed public meetings and news conference coverage as well as design, installation and support for audio/visual technology in numerous City facilities that will be used for internal and external meetings and engagements. Acquisition of video production equipment used for the creation of educational programming for television, web, and social media is also included. These contracts also include infrastructure that will increase the reliability of transmission and distribution of access television channels for the City of Austin, Travis County, Austin Independent School District, Austin Community College, and public access channels.

These contracts are new as previous purchases have been made using individual contracts issued on a project by project basis. These new contracts will save the City money as well as time by aggregating the anticipated needs of all departments together for volume buying power. These are as needed contracts, with the authorization amount based on department estimates. Actual spending will be determined based on department needs and approved budgets. These contracts are anticipated to be used to support several large projects planned in future years, to include: the ATXN control rooms and studio in City Hall, Kenneth Gardner Service Center Auditorium retrofit, Fleet Telematics Command Center, the Public Access Studio, Waller Creek Conference Room retrofits, and the Hornsby Bend Lecture Hall, among others.

An evaluation team with expertise in this area evaluated the offers and scored Charles Leo Walior d/b/a Wooden Horse LLC. or Kvasir Systems; Halbrook and Miller, Inc. d/b/a TM Television; Donald Kenneth Martin d/b/a DVSERVE; Heart of Texas Music, Inc.; Ford Audio-Video Systems LLC.; and A & V Holdings Midco, LLC. as the best to provide these services based on installation experience, project management structure and experience, training qualifications as pertains to the scope of work, equipment capabilities, post installation service and warranty qualifications, and references and recommendations.

This request allows for the development of a contract with a qualified offeror selected by Council. If the City is unsuccessful in negotiating a satisfactory contract with the selected offeror, negotiations will cease with that provider. Staff will return to Council so that another qualified offeror may be selected, authorizing new contract negotiations.

If contract is not secured, the reliability of broadcasts and streaming of City Council and other meetings could decrease significantly. It would hinder the ability to utilize new technology to resolve technical issues, and cost more to have multiple vendors providing maintenance and warranties for equipment. New broadcast and audio-visual projects would take longer and would create inconsistency between locations with similar needs.

**Contract Detail:**

<b><u>Contract Term</u></b>	<b><u>Length of Term</u></b>	<b><u>Contract Authorization</u></b>
Initial Term	2 yrs.	\$10,000,000
Optional Extension 1	1 yr.	\$ 3,000,000
Optional Extension 2	1 yr.	\$ 4,000,000
Optional Extension 3	1 yr.	\$ 4,000,000
<b>TOTAL</b>	<b>5 yrs.</b>	<b>\$21,000,000</b>

**Note:** Contract Authorization amounts are based on the City's estimated annual usage.

**Strategic Outcome(s):**

Government That Works for All.